

BEFORE THE  
POSTAL REGULATORY COMMISSION  
WASHINGTON, D.C. 20268-0001

COMPETITIVE PRODUCT PRICES  
GLOBAL EXPEDITED PACKAGE SERVICES 7  
(MC2016-196 AND CP2016-280)  
NEGOTIATED SERVICE AGREEMENTS

Docket No.  
CP2018-25

**RESPONSE OF THE UNITED STATES POSTAL SERVICE TO CHAIRMAN'S  
INFORMATION REQUEST NO. 1**  
(July 27, 2018)

The United States Postal Service hereby provides its response to Chairman's Information Request No. 1, issued on July 26, 2018. The question is stated verbatim and followed by the response.

Respectfully submitted,

UNITED STATES POSTAL SERVICE  
By its attorneys:

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Chief Counsel  
Global Business and Service Development  
Corporate and Postal Business Law Section

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July 27, 2018

**RESPONSE OF THE UNITED STATES POSTAL SERVICE TO CHAIRMAN'S  
INFORMATION REQUEST NO. 1**

1. To clarify the Postal Service's request to modify a GEPS 7 contract, filed July 16, 2018,<sup>1</sup> the Postal Service is requested to provide a written response to the following question. The response is due no later than July 30, 2018.

The Postal Service filed under seal the Modification and the certified statement required by 39 C.F.R. § 3015.5(c). Please publically file redacted copies of both documents as required by 39 C.F.R. § 3007.10(b).<sup>2</sup>

**RESPONSE:**

Attached are redacted copies of the Modification and the certified statement.

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<sup>1</sup> Notice of the United States Postal Service of Filing Modification One to a Global Expedited Package Services 7 Negotiated Service Agreement, July 16, 2018 (Notice). The modification is an attachment to the Notice (Modification).

<sup>2</sup> The Postal Service states that redacted copies of both documents are included in its public filing as Attachments 1 and 2. Notice at 1. However, the Notice does not contain any attachments. See Notice.

**MODIFICATION ONE TO THE  
GLOBAL CUSTOMIZED MAIL AGREEMENT BETWEEN  
THE UNITED STATES POSTAL SERVICE AND**

This Modification amends the Global Customized Mail Agreement ("Agreement") between [REDACTED] ("Mailer"), with offices at [REDACTED] and the United States Postal Service ("USPS"), an independent establishment of the Executive Branch of the United States Government, with offices at 475 L'Enfant Plaza SW, Washington, DC 20260-9998, signed by the Mailer on September 29, 2017, and by the USPS on October 8, 2017. The Mailer and the USPS may be referred to individually as a "Party" and together as the "Parties."

The purpose of this Modification is to make the following two changes to the Agreement.

First, Article 2 of the Agreement is revised to state the following.

**2. Payment Method.** (1) The Mailer shall pay postage to the USPS for Qualifying Mail in accordance with Annex 1A and Annex 2A to this Agreement through the use of a permit imprint using USPS-provided Global Shipping Software (GSS) subject to the conditions stated in IMM 152.6 and DMM 604.5. (2) The Mailer may pay postage to the USPS for Qualifying Mail in accordance with Annex 1B, Annex 1C, Annex 1D, and Annex 2B to this Agreement through the use of a permit imprint using USPS-provided Global Shipping Software (GSS) subject to the conditions stated in IMM 152.6 and DMM 604.5 or through the intermediary of a USPS-approved PC Postage Provider that the USPS has authorized to offer services to contract rate customers. The Mailer retains the right to change the PC Postage Provider, provided that the new PC Postage Provider has been authorized by the USPS to offer services to contract rate customers. Initially, the Mailer chooses [REDACTED] as its USPS-approved PC Postage Provider.

Second, Annex 1 of the Agreement is replaced by the revised Annex 1 attached to this Modification.

All other terms and conditions of the Agreement shall remain in force.

The Parties acknowledge and understand that all obligations of the USPS under this Modification shall be contingent on the USPS receiving approvals (hereinafter "Conditions Precedent") from one or more internal and external bodies that have oversight responsibilities. Conditions Precedent may include, but are not limited to: approvals or, if applicable, non-objection, from responsible USPS management officials, the USPS Board of Governors, the USPS Governors, the Postal Regulatory Commission, and/or any other governmental body with oversight responsibility for the USPS. The Parties acknowledge that this Modification may not be approved by such individuals or bodies. Until such time that all Conditions Precedent are fulfilled that are necessary to allow the USPS to provide the products or services contemplated under the Agreement, no obligation shall exist for the USPS and no benefit shall inure to either Party. In the event that the Conditions Precedent are not fulfilled, the USPS shall have no liability, which shall include no obligation to pay costs associated with any action taken by the Mailer prior to the Effective Date of this Modification. Further, in the event of termination of the Agreement or the failure of any Condition Precedent, the USPS shall not be held liable for any damages including, without limitation, actual, special, indirect, incidental, punitive, consequential, or any other damages, which shall include but not be limited to damages for loss of business profits; business interruption; any other loss; and/or any costs incurred by either Party attributable to such non-approval such as attorney's fees.

The Mailer acknowledges that this Modification and supporting documentation will be filed with the Postal Regulatory Commission ("Commission") in a docketed proceeding (CP2018-25). The Mailer authorizes the USPS to determine the scope of information that must be made publicly available in any Commission docketed proceeding in which information related to this Modification must be filed. The Mailer further understands that any unredacted portion of the Modification or supporting information will be available on the Commission's public website, <http://www.prc.gov>. In addition, the USPS may be required to file information in connection with this Modification (including revenue, cost or volume data) in other Commission dockets, including the Commission docket number for the Annual Compliance Report (ACR) for the USPS fiscal year(s) in which this Agreement is in effect. Each ACR docket has a distinct docket number, such as ACR201#, in which "201#" signifies the USPS fiscal year to which the ACR pertains. The Mailer has the right, in accordance with the Commission's rules, to

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address its confidentiality concerns directly with the Commission. The procedure for making an application to the Commission for non-public treatment of materials believed to be protected from disclosure is found in part 3007 of the regulations concerning the Commission in Title 39 of the Code of Federal Regulations.

The Parties may execute this Modification in one or more counterparts (including by facsimile or by electronic means such as .pdf format). Not all Parties need be signatories to the same document. All counterpart signed documents shall be deemed an original and one instrument.

In witness whereof, this Modification is deemed executed on the latter of the two dates accompanying the Parties' signatures.

ON BEHALF OF THE UNITED STATES POSTAL SERVICE:

Signature:

Name:

Title:

Date

  
Donald W. Ross

Director, Intl. Sales

6/12/2018


ON BEHALF OF

Signature:

Name:

Title:

Date:

  
06/08/2018

REVISED  
ANNEX 1

PRICES FOR PRIORITY MAIL EXPRESS INTERNATIONAL AND  
PRIORITY MAIL INTERNATIONAL

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**ANNEX 1A**  
**PRICES IN UNITED STATES DOLLARS FOR**  
**PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL**  
**PRESORTED AND TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**

The postage prices for Priority Mail Express International (PMEI) Qualifying Mail and Priority Mail International (PMI) Qualifying Mail set forth in this Annex 1A are only available for PMEI Qualifying Mail and PMI Qualifying Mail that is presorted and that is:

1. paid for through a separate permit imprint using USPS-provided Global Shipping Software (GSS) that is not used for any other type of mail than Qualifying Mail that meets the requirements set forth in this Agreement and Annex 1A;

2.

3.

4. tendered to the USPS at any of the following USPS International Service Center locations:

- JOHN F KENNEDY AIRPORT MAIL CENTER  
US POSTAL SERVICE  
JOHN F KENNEDY INTERNATIONAL AIRPORT BLDG 250  
JAMAICA NY 11430-9998
- JT WEEKER INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
11600 WEST IRVING PARK ROAD  
CHICAGO IL 60666-9998
- LOS ANGELES INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
5800 WEST CENTURY BLVD  
LOS ANGELES CA 90009-9998
- SAN FRANCISCO INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
660 WEST FIELD ROAD  
SAN FRANCISCO CA 94128-3161
- MIAMI INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
11698 NW 25TH ST  
MIAMI FL 33112-9997

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**ANNEX 1A – PRICE CHART 1**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL EXPRESS INTERNATIONAL**  
**PRESORTED AND TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**  
**RATES FOR COUNTRY GROUPS 1-17**

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 1A – PRICE CHART 2  
PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL  
PRESORTED AND TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)  
RATES FOR COUNTRY GROUP 1

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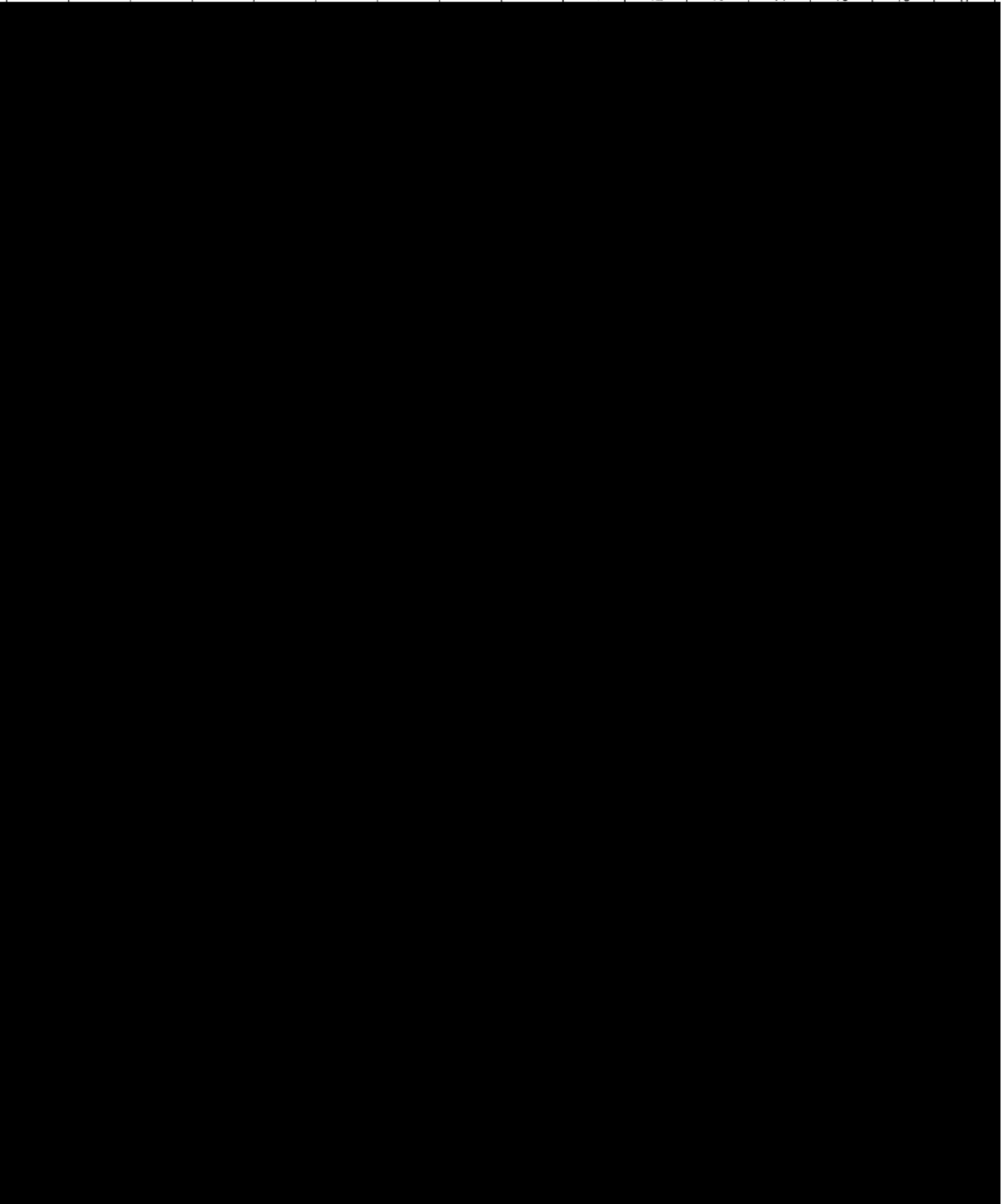
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ANNEX 1A – PRICE CHART 3  
PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL  
PRESORTED AND TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)  
RATES FOR COUNTRY GROUPS 2-17

Weight Not Over (LBS)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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**ANNEX 1B  
PRICES IN UNITED STATES DOLLARS FOR  
PRIORITY MAIL EXPRESS INTERNATIONAL AND  
PRIORITY MAIL INTERNATIONAL  
TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**

Postage prices for Priority Mail Express International Qualifying Mail and Priority Mail International Qualifying Mail that are not presorted and prepared in accordance with Annex 1A and that are tendered to the USPS at any of the following USPS International Service Center locations shall be in accordance with the price charts in this Annex 1B:

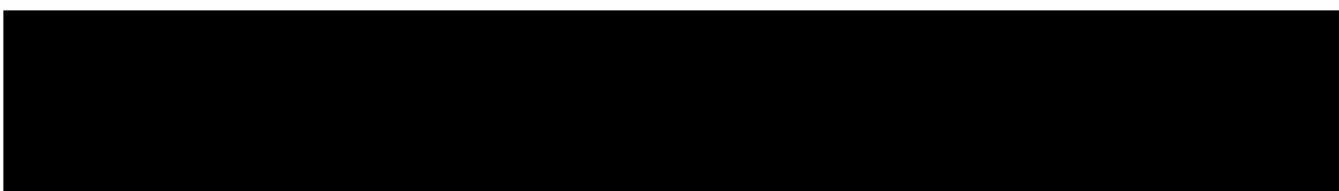
JOHN F KENNEDY AIRPORT MAIL CENTER  
US POSTAL SERVICE  
JOHN F KENNEDY INTERNATIONAL AIRPORT BLDG 250  
JAMAICA NY 11430-9998

JT WEEKER INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
11600 WEST IRVING PARK ROAD  
CHICAGO IL 60666-9998

LOS ANGELES INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
5800 WEST CENTURY BLVD  
LOS ANGELES CA 90009-9998

SAN FRANCISCO INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
660 WEST FIELD ROAD  
SAN FRANCISCO CA 94128-3161

MIAMI INTERNATIONAL SERVICE CENTER  
US POSTAL SERVICE  
11698 NW 25TH ST  
MIAMI FL 33112-9997

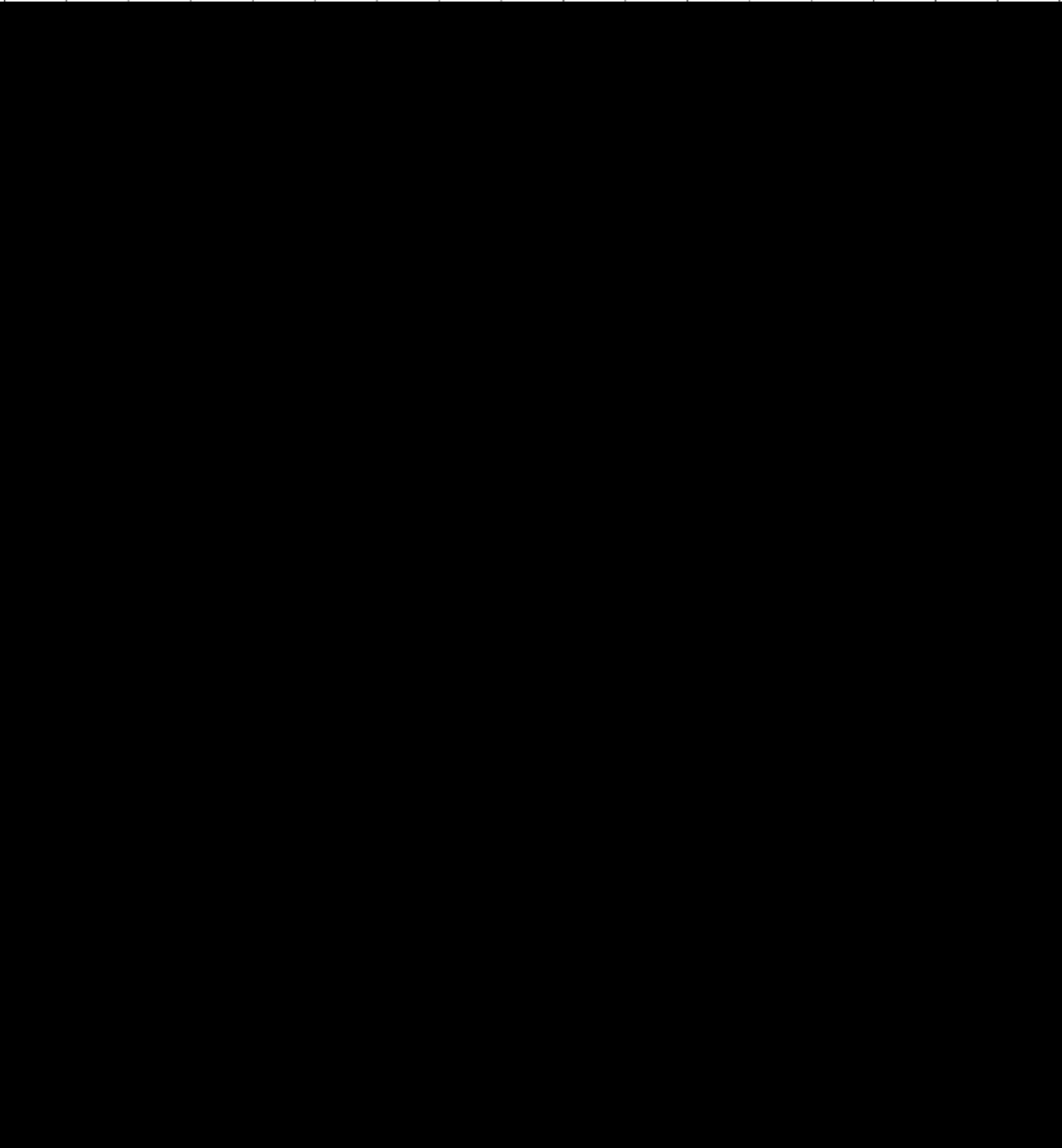


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**ANNEX 1B – PRICE CHART 1**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL EXPRESS INTERNATIONAL**  
**TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**  
**FOR COUNTRY GROUPS 1-17**

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 1B – PRICE CHART 2  
PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL  
TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)  
FOR COUNTRY GROUP 1

Weight Not Over (LBS)	
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**ANNEX 1B – PRICE CHART 3**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL**  
**TENDERED AT A USPS INTERNATIONAL SERVICE CENTER (ISC)**  
**FOR COUNTRY GROUPS 2-17**

Weight Not Over (LBS)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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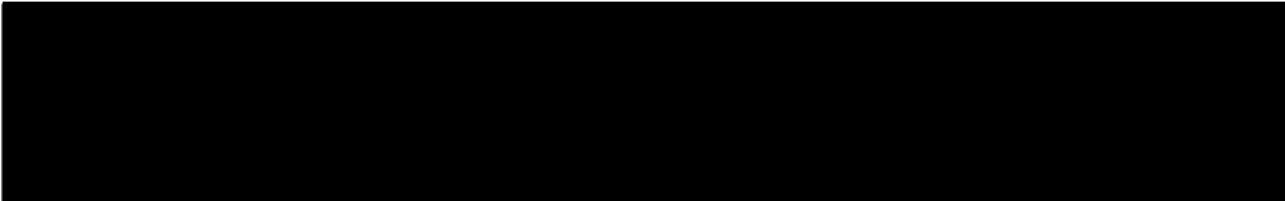
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**ANNEX 1C**  
**PRICES IN UNITED STATES DOLLARS FOR**  
**PRIORITY MAIL EXPRESS INTERNATIONAL AND**  
**PRIORITY MAIL INTERNATIONAL**  
**TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES**

Postage prices for Priority Mail Express International Qualifying Mail and Priority Mail International Qualifying Mail tendered to the USPS within one of the following ZIP-Codes defined areas shall be in accordance with the price charts in this Annex 1C.

1. 005, 010-043, 045, 048, 050-089, 100-149, 155, 157-159, 166-212, 214-239, 244, 254, 267-268, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in New York, NY.
  2. 321, 327-342, 346-347, 349, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in Miami, FL.
  3. 090-098, 430-438, 440-469, 478-509, 514, 520-528, 530-532, 534-535, 537-539, 541-545, 547-549, 600-620, 622-631, 633-639, 650-653, 962-966, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in Chicago, IL.
  4. 864, 889-891, 900-908, 910-928, 930-936, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in Los Angeles, CA.
  5. 894-895, 897, 937-961, 975, 976, each of these ZIP Codes being within three hundred (300) miles of the USPS International Service Center in San Francisco, CA.
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**ANNEX 1C – PRICE CHART 1**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL EXPRESS INTERNATIONAL**  
**TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES**  
**FOR COUNTRY GROUPS 1-17**

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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ANNEX 1C -- PRICE CHART 2  
PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL  
TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES  
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**ANNEX 1C – PRICE CHART 3**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL**  
**TENDERED WITHIN SPECIFIC 3-DIGIT ZIP CODE PREFIXES**  
**FOR COUNTRY GROUPS 2-17**

Weight Not Over (LBS)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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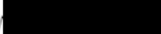
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**ANNEX 1D  
PRICES IN UNITED STATES DOLLARS FOR  
PRIORITY MAIL EXPRESS INTERNATIONAL AND PRIORITY MAIL INTERNATIONAL  
TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEXES 1A-1C**

Postage prices for Priority Mail Express International (PMEI) Qualifying Mail and Priority Mail International (PMI) Qualifying Mail tendered to the USPS within any location other than those listed in Annex 1A, Annex 1B or Annex 1C shall be in accordance with the price charts listed in this Annex 1D.

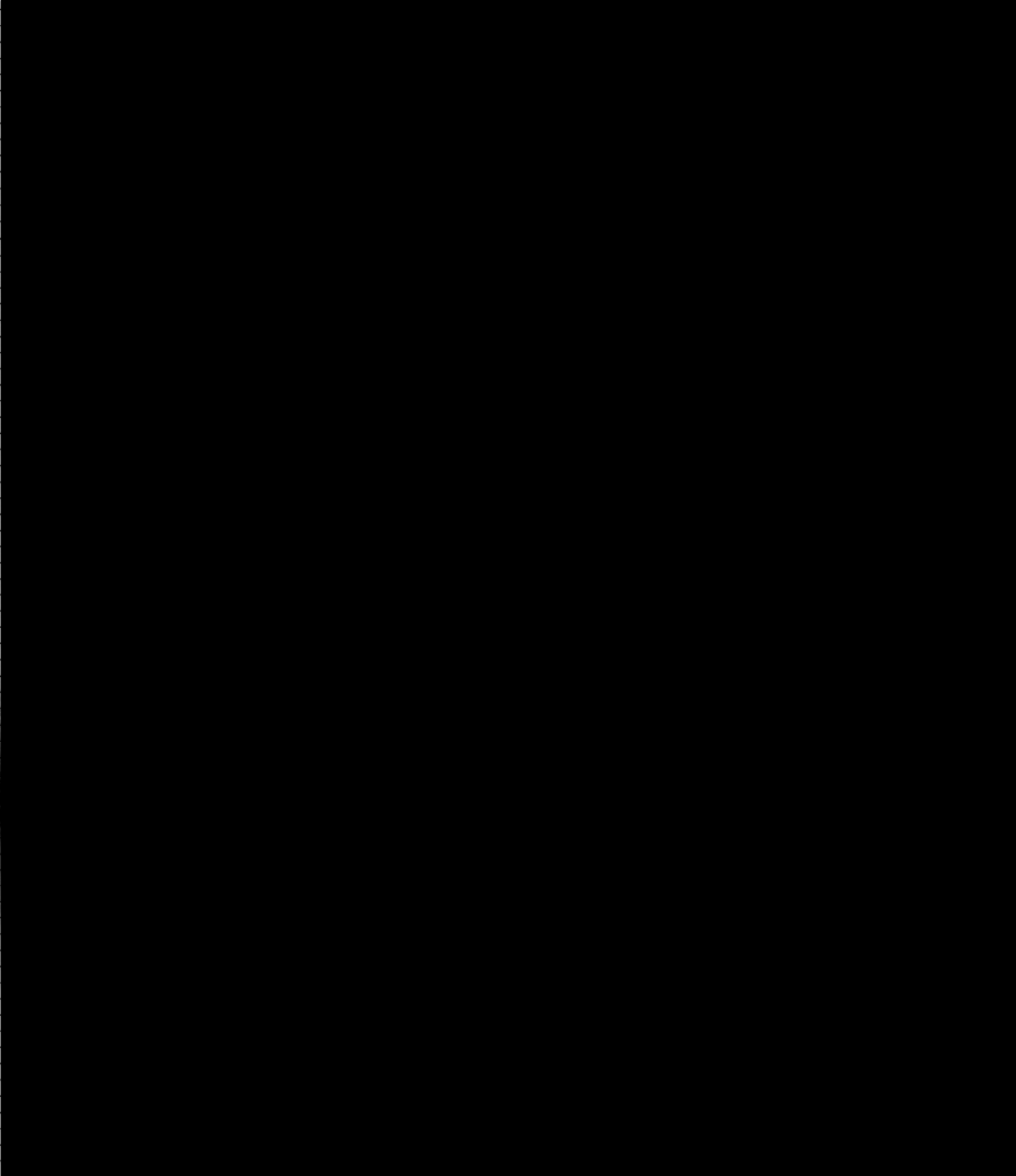


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ANNEX 1D – PRICE CHART 1  
PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL EXPRESS INTERNATIONAL  
TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEXES 1A-1C  
RATES FOR COUNTRY GROUPS 1-17

Weight Not Over (LBS)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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**ANNEX 1D – PRICE CHART 2**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL**  
**TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEXES 1A-1C**  
**RATES FOR COUNTRY GROUP 1**

Weight Not Over (LBS)	
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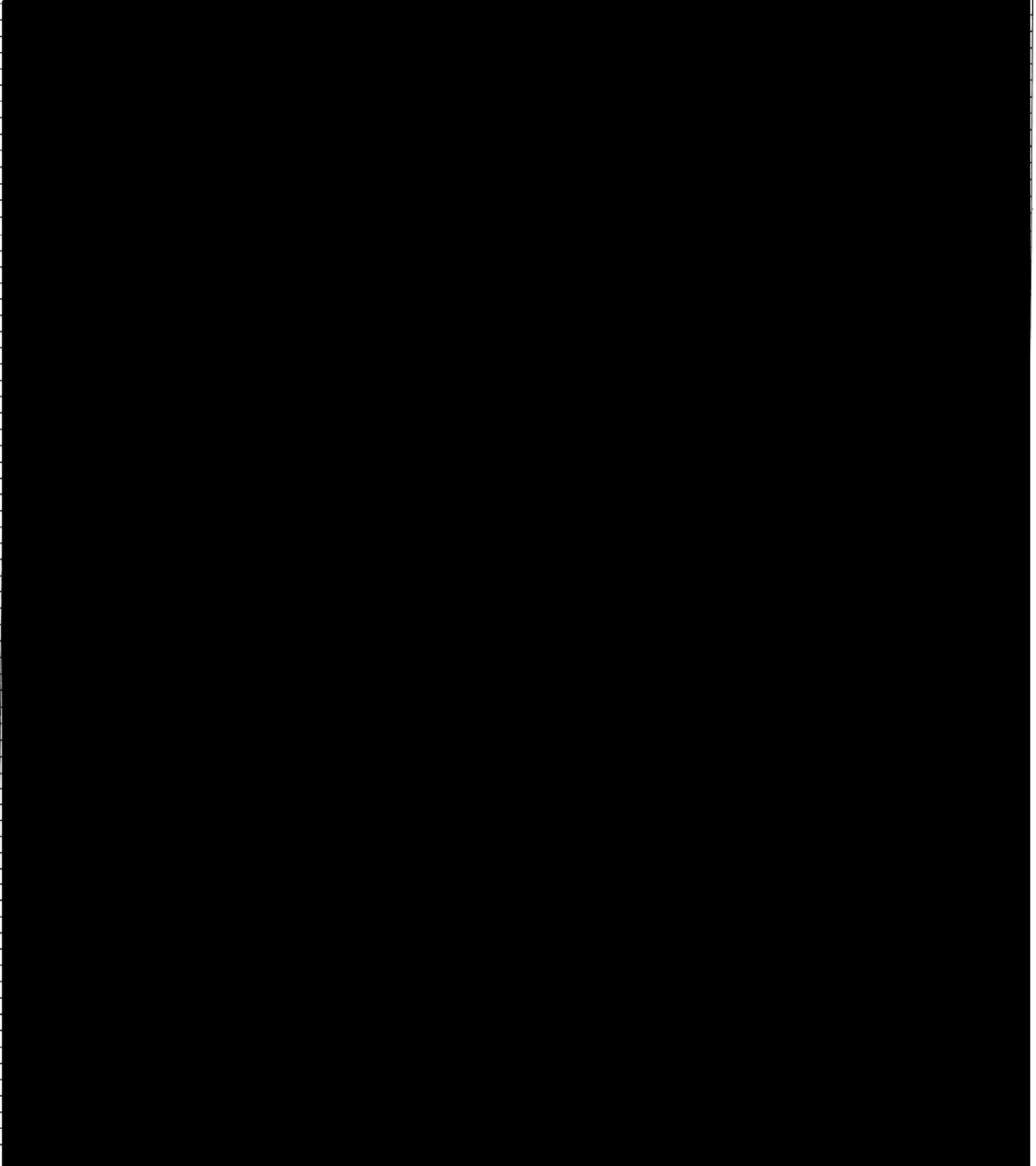
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**ANNEX 1D – PRICE CHART 3**  
**PRICES IN UNITED STATES DOLLARS FOR PRIORITY MAIL INTERNATIONAL**  
**TENDERED AT LOCATIONS OTHER THAN THOSE SPECIFIED IN ANNEXES 1A-1C**  
**RATES FOR COUNTRY GROUPS 2-17**

Weight Not Over (LBS)	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17
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**Certification of Prices for the Global Expedited Package Services Contract with**  
[REDACTED]

I, Steven Phelps, Manager of Regulatory Reporting and Cost Analysis, Finance Department, United States Postal Service, am familiar with the prices for the Global Expedited Package Services Contract with [REDACTED]. The prices contained in this Contract were established by the Decision of the Governors of the United States Postal Service on the Establishment of Prices and Classifications for Domestic Competitive Agreements, Outbound International Competitive Agreements, Inbound International Competitive Agreements, and Other Non-Published Competitive Rates, issued March 22, 2011 (Governors' Decision No. 11-6), which established prices by means of price floor formulas.

I hereby certify that the numerical cost values underlying the prices in the [REDACTED] contract are the appropriate costs to use in the formulas and represent the best available information. The prices, resulting in a cost coverage of in excess of the minimum required by the Governors' Decision, exclusive of pickup on demand and international ancillary services fees, are in compliance with 39 U.S.C § 3633 (a)(1), (2), and (3). The prices demonstrate that the Contract should cover its attributable costs and preclude the subsidization of competitive products by market dominant products. International competitive mail accounts for a relatively small percentage of the total contribution by all competitive products. Contribution from Global Expedited Package Services Contracts should be even smaller. The Agreement with [REDACTED] should not impair the ability of competitive products on the whole to cover an appropriate share of institutional costs.

Steven  
Phelps

Steven Phelps

Digitally signed by Steven Phelps  
DN: cn=Steven Phelps, o=Pricing and  
Costing, ou=Pricing,  
email=steven.r.phelps@usps.gov,  
c=US  
Date: 2018.07.16 08:43:50 -04'00'